![SDAR — GREATER SAN DIEGO ASSOCIATION OF REALTORS® — The Trusted Voice of San Diego Real Estate]

NEGOTIATIONS

Risk Management Specialist™

Learn through hands-on, practical sessions from a professional mediator how to effectively communicate and negotiate better offers and counteroffers to buyers' and sellers' agents. Help your clients resolve issues during transactions, before they turn to litigation.

> **As a Real Estate Professional, you must continually refine your negotiation skills!**

TOPICS COVERED

- Improving your negotiating position
- Competitive bargaining
- Do's and Don'ts of negotiations
- Key tactics
- Collective bargaining power
- People vs. Issues

PROFESSIONAL ADVANTAGE

- Develop a strong bargaining position
- Obtain a competitive advantage

LOCATION
KEARNY MESA SERVICE CENTER

Instructor:
Michael Spilger, Esq.

Thursday, Nov. 1, 2012

Time:
9:00 a.m. - 1:00 p.m.

Check In:
15 minutes prior to start

Location:
SDAR'S KEARNY MESA SERVICE CENTER
4845 Ronson Court, San Diego, CA 92111

Prices:

RMS Members	$42
REALTOR® Plus+ Members	$47.60
SDAR REALTORS®	$56
All Others	$69

Note: This is a non-accredited class.

![RMS — Risk Management Specialist logo]

☐ Yes, sign me up for Negotiations
☐ Please contact me regarding the Risk Management Specialist™ certification
☐ Yes, I have read the Cancellation Policy. Initial _____

Register online at www.sdar.com

Name:_____ Member #: _____ Phone:_____

☐ Home ☐ Office Address :_____ E-mail: _____

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: _____ Exp: _____

Amount: _____ Signature:_____

![REALTOR logo]

Return to: Greater San Diego Association of REALTORS® ▪ 4845 Ronson Court, San Diego, CA 92111 ▪ Phone: (858) 715-8040 ▪ Fax: (858) 715-8090